LOGISTICS CIVIL AUGMENTATION PROGRAM
LOGCAP IV Pre-Proposal Conference
for
W52P1J-06-R-0049
September 5-6, 2006

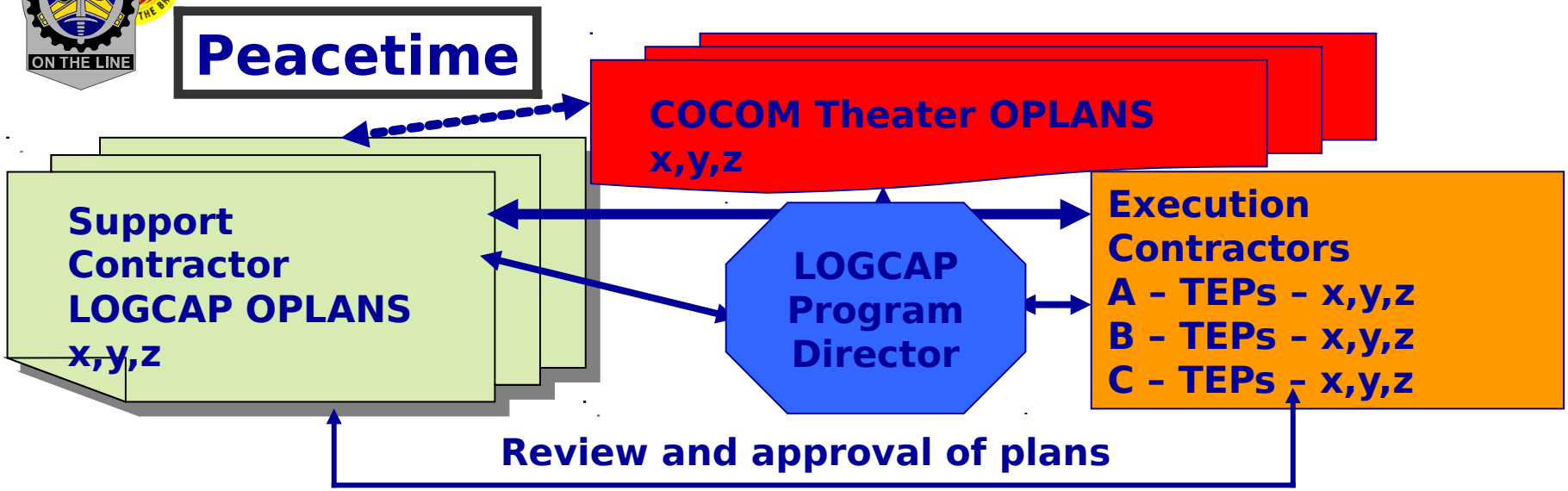
PRESENTED BY:
SUSAN MCKINNIS
VALIANT DUHART

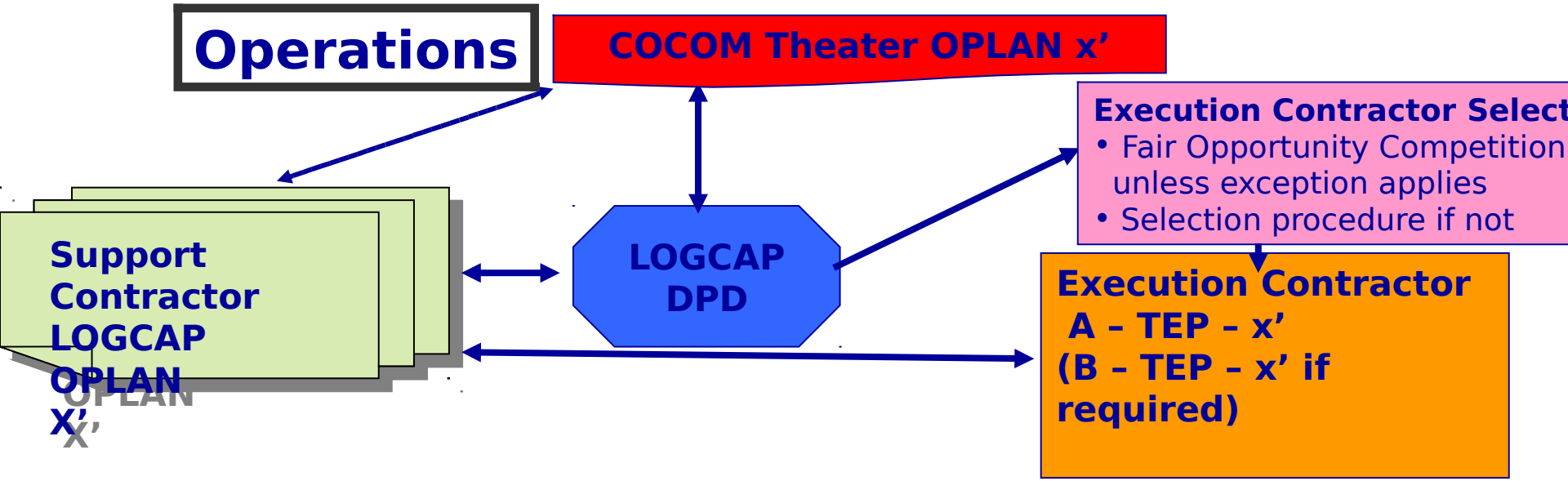
ASC – On The Line

AGENDA

- ✓ Opening Remarks/Introductions
- ✓ Administrative Remarks
- ✓ Program Overview
- ✓ Solicitation Highlights by Section
- ✓ Summary/Close

Concept of Operations





SOLICITATION HIGHLIGHTS BY SECTION

Amendments

- ✓ 0001
- ✓ 0002 - Pending

Developing a Better Proposal

- **Use Your Executive Summary**
  - **To directly link to the evaluation factors**
  - **Highlight your strengths to meet critical evaluation factors**
  - **Summarize sound business rationale/judgment for selecting *your* proposal**

Developing a Better Proposal

- **Build the proposal in compliance with Section L but ensure that themes and supporting rationales are clearly linked to the Section M criteria**
  - **Make the evaluators' job of linking your proposed features and benefits to specific evaluation criteria as easy and painless as possible**
  - **Do not make evaluators hunt for the information … makes your proposal difficult to follow**

Developing a Better Proposal

- ✓ **Sec L factors/subfactors should match up with same areas in Sec M**
- ✓ **Focused, responsive, organized proposal – GOOD!**
- ✓ **Eliminate rambling, generalized PR**
- ✓ **DO NOT repeat PWS requirements as your approach**
- ✓ **DO say HOW you will do things**
- ✓ **Be the Evaluator – is the proposal easy to follow? All requirements addressed? What makes it special - Is it apparent?**

Developing a Better Proposal

- ✓ **DO NOT BURY THE IMPORTANT DISCRIMINATORS AND BENEFITS IN YOUR PROPOSAL**
- ✓ **CLEARLY HIGHLIGHT YOUR VALUE TO THE CUSTOMER**

SF 33

- ✓ **Receipt of Proposal Due By: 1:00 PM, 10 Oct 06**
- ✓ **Signature Authority – Authorized to Bind the Company**

Section A

- **Executive Summary**
  - **Provides synopsis of important and relevant features of the solicitation such as:**
    - **Use of Contractor to Assist in Administrative Support**
    - **Organizational Conflict of Interest (OCI)**
    - **Facilities Clearance**
    - **May Award from Initial Offers Without Discussion**

Section A

- **A-1: On-line Representation and Certifications Application (ORCA)**
  - **Must Register**
  - **Fill-In: Provide CAGE Code and DUNS Number**
- **A-3: Organizational Conflict of Interest – See also Section H, clause H-15**
- **A-4 Facilities Clearance – Lack of a proper facility clearance will remove the offeror from further consideration of a contract award.**
  - **Ability to begin contract performance immediately after award**

Section A

- **A-5: Task Order Competition**
  - **Anticipate Multiple task orders issued during performance period**
  - **Fair opportunity to be considered on each requirement unless one of exceptions of FAR 16.505(b)(2) apply.**
  - **Transition Orderly Fashion – Operationally Driven**

Section B

- ✓ All requirements issued by individual task order
- ✓ CLIN Structure
  - ➢ CLIN Numbering System
    - Base year begins with zero
      - ★ (i.e., 0001 through 0005)
    - Consecutive for each option year
      - ★ (i.e., 1001, 2001, thru 9001)
  - ➢ CLIN Structure for Proposal
  - ➢ Full CLIN structure for contract will be at award

Section B

- For purpose of the solicitation submit prices in two parts:
  - CLIN 0001 Program Office (FFP) and option CLINS 1001 – 9001
  - Section L Format Instructions, propose for CLINS in accordance with Attachment 001 Scenario PWS
    - Cost Formats A through G IAW FAR Table 15-2, Instructions for Submission of a Contract Pricing Proposal
    - Traceable to the CLIN structure provided in Section B of the solicitation and to the task level in Attachment 001 Scenario

Section C

- **Scope**
  - **Maximize resources and expertise of performance contractor**
  - **Provide multifunctional logistics support on a global basis**
  - **Support DoD, Federal Government Inter-Agencies, NGO, Coalition Forces when approved by DA**

Section C

- **Note: Copy of WMSP on LOGCAP IV Acquisition website http://www.afsc.army.mil/ac/aais/ioc/industryday/index.htm**
  - **Contingency Contracting/LOGCAP**
    - **Logistics Civil Augmentation Program (LOGCAP) Document**

Section C

- **EVMS:**
  - **Required in cost or incentive contracts valued at or greater than $20M**
  - **Solicitation requires contractor have compliant EVMS, or in process of becoming compliant**
  - **Intent is to use tailored EVMS, to exclude some processes, such as:**
    - **Format 3 with its references to schedule**
    - **Specifics will be part of task order requirements**

Section D

- Marking of Government Property
  - Contractor Acquired Property under LOGCAP/ U.S. Government
- Task order requirement may have additional marking requirements

Section E

- ✓ **Task order requirement may have additional inspection provisions**

Section F

- ✓ **Task order requirement may have additional performance requirements**

Section H Special Provisions

- ✓ Over and Above Work
- ✓ Prohibition on Storage and Disposal of Toxic and hazardous Materials
- ✓ Services at Installations Being Closed
- ✓ Notification of Transportation of Supplies by Sea
- ✓ Hazard Warning Labels
- ✓ Item Identification and Valuation
- ✓ Government Furnished Property
- ✓ Material Inspection and Receiving Reports (DD 250)
- ✓ Prohibition on Storage and Disposal of Toxic And Hazardous Materials
- ✓ Inventories Upon Termination or Completion
- ✓ Permits and Licenses
- ✓ Accounting for Personnel
- ✓ Compliance with Contract Requirements
- ✓ Organizational Conflict of Interest
- ✓ Special Provisions for Peacetime Contracts
- ✓ Army Field Support Brigade
- ✓ Risk Assessment and Mitigation
- ✓ Force Protection
- ✓ Central Processing and Departure Point

Section H Special Provisions

- ✓ Standard Identification Cards
- ✓ Medical
- ✓ Passports, Visas and Customs
- ✓ Living under Field Conditions
- ✓ Pay
- ✓ Tour of Duty/Hours of Work
- ✓ On-call Duty or Extended Hours
- ✓ Worker's Compensation Insurance
- ✓ Return Procedures Purchasing Resources
- ✓ Legal
- ✓ Personnel Recovery Training
- ✓ Contractor Manpower Requirements
- ✓ Key Personnel
- ✓ Award Fee
- ✓ Hiring Practices
- ✓ Required Reports
- ✓ Contractor Verification System
- ✓ Morale, Welfare, Recreation
- ✓ Status of forces Agreement
- ✓ Option to extend the Term of the Contract

Solicitation/Contract Requirement Organizational Conflict of Interest

Clause H-15, Organizational Conflict of Interest

- **Cannot propose or be part of team proposing on W52P1J-06-R-0072 and follow-on contracts**
- **LOGCAP IV contractors PROHIBITED from performing under a contract arising from W52P1J-06-R-0072 and follow-on contracts**
- **Cannot perform as a support prime contractor, subsidiary, subcontractor-at any tier, joint venture and/or in any other business capacity that might result in an OCI.**
- **Effective through life of the contract**
- **Provisions must flow-down into any subcontracts**

Legal

- **Clause H-31, Public Law 106-523, Military Extraterritorial Jurisdiction Act (MEJA) of 2000**
  - **Requires contractor and all subcontractors at any tier to provide notification to all employees (last paragraph of clause)**
  - **Obtain written acknowledgement from employees**
  - **Report compliance to contracting officer**
  - **Comply with DoD Instruction 5525.11**

Personnel Recovery Training

- **Clause H-32: Required for contractor and all subcontractors at any tier to certify compliance with all Personnel Recovery (PR) requirements for all its U.S. National employees**
  - **Training required annually**
  - **Certification required regardless of deployment status**
  - **Contractor's PR Training Program must be certified by PR Program Director (AMSAS-SR), fully operational and compliant with DoD Standard (DoDD 2310.2) NLT 30 days after award**

Hiring Practices

- **Clause H-36:**
  - **Concerns of scarce personnel and other resources**
  - **Mindful of LOGCAP IV interest**
  - **Must obtain PCO approval prior to increasing base pay or allowances over 10% in a single year**
  - **Contractor agrees it will not knowingly solicit employees directly involved in the work without prior consent by unaffiliated companies**

Contractor Verification System (CVS)

- ✓ **H-38: Eligible contractors who require local access to information management systems will be required to use CVS**
- ✓ **On-line process via Internet Service Provider**
- ✓ **Automates current DD Form 1172-2 process**

Award Fee Clause

- **Award Fee Pool in Two Sections:**
  - **Annual contract level fee – 15% of fee pool**
    - **Corporate Management, Corporate Business Systems, Small Business Subcontracting**
  - **Task order level – 85% of fee pool**
    - **Technical Performance, Project Management, Cost/Schedule Management, Cost Control**
  - **No minimum percentages for either base or award fee**
  - **Max will be 10% combined; max for base is 3%**
- **Some Cost Elements Excluded from Fee Base:**
  - **Facilities Capital Cost of Money**
  - **Value Added Tax**
  - **Incentive Pay above Applicable Department of State Guidelines**
  - **Acquisition costs of Capital Investment Items**
  - **DBA Insurance**
  - **Any other regulatory exclusions**

DFARS 252.225-7040

- **I-168: Contractor Personnel Supporting A Force Deployed Outside The United States (June 2006)**
  - **Includes discussion on areas such as:**
    - **Compliance with laws and regulations**
    - **Pre-deployment requirements**
    - **Contractor personnel**
    - **Military clothing and equipment**
    - **Weapons**
    - **Evacuation**
    - **Mortuary affairs**

DFARS 252.219-7012

- I-173: DOD Mentor-Protégé Program
  - Utilization is encouraged.
  - Details:
    - http://www.acq.osd.mil/sadbu/mentor_protege
    - DFARS Appendix I
    - DFARS Subpart 219.71, Pilot Mentor-Protégé Program

Section J
Attachments Overview

- ✓ **29 Attachments**
  - **001 Scenario**
  - **002 Contract Data Requirements Lists (CDRLS)**
  - **003 PRAG Form 1**
  - **004 PRAG Form 2**
  - **005 PRAG Questionnaire**
  - **006 Cost Formats**
  - **007 Small Business Total Contract Dollars**
  - **008 – 027 Construction Clauses and Specs**

Section J
Attachments Overview

- ✓ **29 Attachments – Continued**
  - **028 Sec Army Memo on Contractor Manpower Reporting**
  - **029 Sample Client Authorization Letters**

Section K

- ✓ **Complete all entries/fill-ins**
- ✓ **CCR Registration**
  - ➢ **If new entity, must be registered**

Electronic Award Notice
Hand Delivery of Proposals

- ✓ **L-27: Fill-in for electronic mail address**
- ✓ **L-28: Due Not Later Than 1300, local time (Central), 10 Oct 06**

Section L of Solicitation
What You Need To Submit

- ✓ **SUBMIT ONLY ONE PROPOSAL**
  - **Financial Capability** **28 Aug 06**

- ✓ **PROPOSAL DUE NLT 1300, 10 Oct 06**
  - **Introductory Folder** **10 Oct 06**
  - **Volume I, Management** **10 Oct 06**
  - **Volume II, Technical**
    - **1st Tech Submission** **12 Sep 06**
    - **2nd Tech Submission** **10 Oct 06**
  - ***Volume III, Past Performance*** ***25 Sep 06***
  - **Volume IV, Cost/Price** **12 Sep 06/10 Oct 06**

Section L of Solicitation
What You Need To Submit

- ✓ **Introductory Folder** **10 Oct 06**
  - Standard Proposal Information
  - Teaming Arrangements and/or Letters of Intent
  - Completed and Signed solicitation and any Amendments
  - Facility Clearance Documentation
  - Copies: Original plus 2 copies and electronic copy
  - Page Limit: 5 for Executive Summary
  - Excluded from page count
    - Standard Proposal Information
    - Teaming Arrangements/Letters of Intent
    - Completed and Signed solicitation and Amendments
    - Facility Clearance Documentation

Section L of Solicitation
What You Need To Submit

- ✓ **Volume I, Management** **10 Oct 06**
  - Standard Proposal Information
  - Management Approach, Capabilities, Experience
  - Business Systems
  - Small Business Participation
  - Copies: Original plus 9 copies and electronic copy
  - Page Limit: 80
  - Excluded from page count
    - Standard Proposal Information
    - Resumes
    - Commitment Letters

Section L of Solicitation
What You Need To Submit

- ✓ **Volume II, Past Performance** **25 Sep 06**
  - **Standard Proposal Information**
  - **Past Performance Summary**
  - **Narrative Summary**
  - **History of Organizational Structure Change History**
  - **Past Performance Information Sheets PRAG Form 1**
  - **Past Performance Information Sheets PRAG Form 2**
  - **Client Authorization Letters**
  - **SF 294s – Subcontracting Report for individual Contracts (or equivalent)**
  - **Copies: Original plus 5 copies and electronic copy**
  - **Page Limit: 30**
  - **Excluded from page count**
    - **Standard Proposal Information**
    - **PRAG Forms**
    - **Client Authorization Letters**
    - **SF 294s (or equivalent)**

Section L of Solicitation
What You Need To Submit

- ✓ **Volume III, Technical**
  - **1st Technical Submission 12 Sep 06**
    - **Standard Proposal Information**
    - **Technical Experience and Teaming Arrangements and/or Letters of Intent**
    - **Technical Approach in meeting LOGCAP IV Scenario requirements**
    - **Task Execution Plan (TEP)**
    - **Unpriced Basis of Estimate (BOE)**
    - **Copies: Original plus 5 copies and electronic copy**
    - **Page Limit: 40**
  - **2nd Technical Submission 10 Oct 06**
    - **Standard Proposal Information**
    - **Technical Change to the Scenario**
    - **TEP**
    - **Unpriced BOE**
    - **Copies: Original plus 9 copies and electronic copy**
    - **Page Limit: 100**
  - **Excluded from page count**
    - **Standard Proposal Information**
    - **Schedules**
    - **BOE**

Section L of Solicitation
What You Need To Submit

- ✓ **Volume IV, Cost/Price**
  - **1st Submission for Technical Scenario 12 Sep 06**
    - **Standard Proposal Information**
    - **Cost/Price Proposal (Formats A – G)**
    - **Priced Basis of Estimate (BOE)**
    - **Copies: Original plus 3 copies, and electronic copy (ASC)**
      - ★ **One hard copy and one electronic copy to your DCAA Office**
    - **Page Limit: None**
  - **2nd Technical Submission 10 Oct 06**
    - **Standard Proposal Information**
    - **Cost/Price Proposal (Formats A – G)**
    - **Priced BOE**
    - **Include costs associated with change scenario (adds or deletes)**
    - **Clear delineation of changes made from initial proposal**
    - **Copies: Original plus 3 copies and electronic copy (ASC)**
      - ★ **One hard copy and one electronic copy to your DCAA Office**
    - **Page Limit: None**

Small Business (SB) Utilization & Subcontracting Plan

- **Two distinct requirements:**
  - **IAW DFARS 15.304, proposed SB Utilization plan and percentages evaluated in source selection and used for award fee calculation.**
  - **IAW FAR 52.219-9 SB Subcontracting Plan negotiated prior to award.**
- **Submit proposed SB Utilization Plan based on both CONUS/OCONUS, total contract cost and be evaluated against ability to achieve the following goals:**
  - **Small Business (SB) 15%**
  - **Small Disadvantaged Business 5%**
  - **Women Owned SB 5%**
  - **Historically Underutilized Business Zone 3%**
  - **Service Disabled Veteran Owned SB 1%**

Evaluation Factors for Award

- ✓ Best Value
- ✓ Up to three contracts may be awarded
- ✓ Award may be made without discussions
- ✓ Award made only to responsible prospective contractors
- ✓ Go-No Go Factor Facility Clearance

Solicitation Requirement Financial Capability

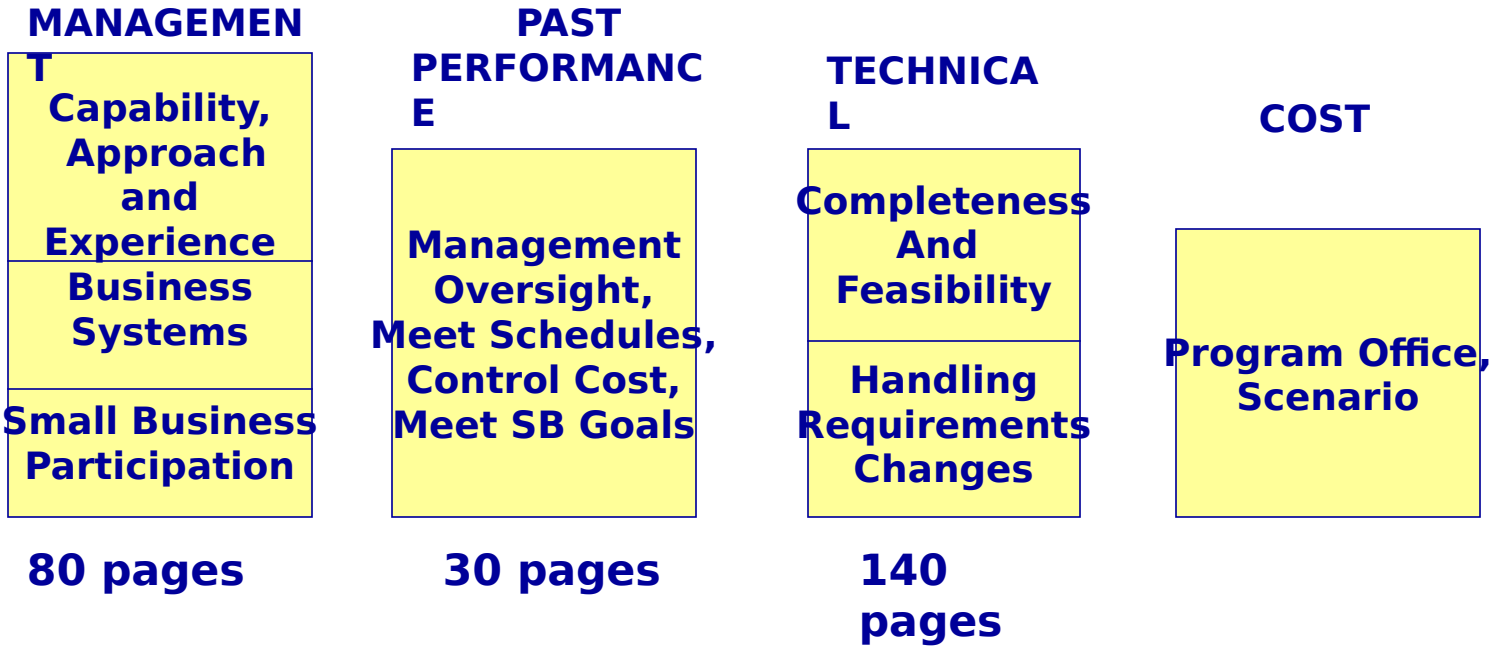
- ✓ **The contractor's financial condition, as represented in its data submitted in response to Section L of this RFP, demonstrates sufficient financial resources to meet contract requirements**

Facility Clearance

- ✓ **Offerors must be able to demonstrate the existence of a current U.S. facility clearance to the SECRET level IAW DoDD 5220.22, National Industrial Security Program Operating Manual**
- ✓ **SECRET clearance level applies to affiliates, team members and subcontractors if they will have access to classified data.**
- ✓ **Submit DD254 with supporting documents reflecting Offeror's clearance**
- ✓ **Link to Industrial Security Program (NISP) Brochure:**

  http://www.dss.mil/isec/nispbrochure.pdf

Section M of Solicitation
Best Value Evaluation Factors



- ✓ **The Management Factor is moderately more important than the Past Performance or Technical Factor, both of which are equal in weight. Past Performance and Technical are individually moderately more important than Cost. All the non-cost factors combined are significantly more important than Cost. Management subfactors are in descending order of importance. Technical subfactors are equal in importance.**

SUMMARY
&
QUESTIONS?